



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, August 4, 2016 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: 9/1/2016

MEMBERS PRESENT

Tom Burns, Kent County, Professional Member, Chairperson, Presiding
Casey Price, Sussex County, Professional Member, Vice Chairperson
Donna Klimowicz, New Castle County, Professional Member
Elaine Woerner, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Michael Rushe, Kent County, Public Member

MEMBERS ABSENT

Barbara Brodoway, New Castle County, Public Member
Virgil Bullis, Professional Member, Sussex County
Denise Tatman, Sussex County, Public Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Sandra Wagner Administrative Specialist III

OTHERS PRESENT

Juli Giles – Patterson Swartz

CALL TO ORDER

Mr. Burns called the meeting to order at 9:40 a.m.

REVIEW OF MINUTES

Ms. Woerner moved, seconded by Ms. Klimowicz approve the minutes from the July 7, 2016 meeting.
Motion unanimously carried.

UNFINISHED BUSINESS

There was no unfinished business

NEW BUSINESS

UPDATE from the Commission

Ms. Wagner informed the Committee that the Commission approved all of our recommendations. The Commission endorsed the Seminar date change from September to November 10, 2016.

Review of Course Provider Applications

Ms. Klimowicz moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: The CE Shop, Inc.

Course Title: Title and Escrow: Two Families, One Transaction **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Selling To Your Sphere of Influence **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Keeping It Honest: Understanding Real Estate and Mortgage Fraud **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: From Contract to Keys: The Mortgage Process **Approved**

Module(s): 7

Credit Hours: 6.0

Course Title: Foundations of Real Estate Finance **Approved**

Module(s): 7

Credit Hours: 6.0

Course Title: Diversity: Your Kaleidoscope of Clients **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Did You Serve? Identifying Homebuying Advantages for Veterans **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Code of Ethics: Good For Your Clients and Your Business **Approved**

Modules(s): 2

Credit Hours: 3.0

Course Title: Basics of Real Estate Taxation **Approved**

Module(s): 7

Credit Hours: 6.0

Course Provider: The Frederick Academy of Real Estate

Course Title: Legislative Issues **Approved**

Module: 5

Credit Hours: 3.0

Course Provider: Jack Lingo, Inc., REALTOR

Course Title: Quirks in Real Estate- Practical Resolutions to Problems **Approved**

Module(s): 6

Credit Hours: 3.0

Course Title: Disclosures **Approved**

Module(s): 5

Credit Hours: 3.0

Course Title: Ethics **Approved**

Module(s): 2

Credit Hours: 3.0

Course Title: Real Estate "Jeopardy"- Office Management and Legislative Issues **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Agency and Fair Housing **Approved**

Module(s): 1

Credit Hours: 3.0

Course Provider: New Castle County Board of REALTORS

Course Title: Everything You Always Wanted to Know about Ethics **Approved**

Module(s): 1- New Licensee

Credit Hours: 3.0

Course Title: Everything You Always Wanted to Know about Ethics **Approved**

Module(s): 2

Credit Hours: 3.0

Review of Instructor Applications

Ms. Klimowicz moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion passed with majority vote.

Alisha Cooper **Approved with the exception of Sales**

Pre-Licensing Course: Real Estate Sales, Real Estate Mathematics

Broker's Course: Financing, Mathematics

Roberta L Jones **Approved**

Continuing Education: Modules 7- Contracts, Financing,

Negotiating, Short Sales, REO's, Government Loans, Foreclosures, Credit Enhancement, R/E Related Topics

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing, Real Estate Investment, Mathematics

Michael K McAllister **Approved**

New Licensee: Module 1-4

Continuing Education: Modules 1-7

Robert L Weir **Approved**

New Licensee: Module 1

Continuing Education: Module 2

Henry C Wooding **Approved**

New Licensee: 1-4

Continuing Education: Module 1-7: Short Sales, Running Your RE Business, PSA (REBAC Course)

William Horan **Approved**

Continuing Education: Module 7: Section 1031 Like-Kind Exchanges

CORRESPONDENCE

No Correspondence

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

The Committee discussed some options for the Annual Seminar. It was decided that Ms. Brodoway will lead the Jeopardy portion. The Committee will role play the Order presented at the previous meeting. They will record the skit in the restaurant and play it along with an explanation of the process and give actual numbers of how many violations is actually reported. The Committee asked that the Order be emailed to them so they could process what it entails. Mr. Burns said that he would speak with Ms. Brodoway about a script. At the October meeting all final decisions will be settled.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday September 1, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Woerner moved, seconded by Mr. Rushe, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:53 a.m.

Respectfully submitted,



Urainer Marrow
Administrative Specialist II